



Position: Home Comfort & Electrification Team Lead

About Us

The way we heat/cool our homes, power our vehicles, and cook our meals is antiquated: we take for granted that we use fossil fuels in homes to keep them comfortable and healthy. There is a better way.

Elephant Energy is building a home comfort & electrification platform that helps homeowners get clean, safe, and affordable technologies for their homes and vehicles. We are growing quickly, supported by the ever increasing demand from customers for more comfortable homes. We're looking for a Home Comfort & Electrification Team Lead to build the world's best home comfort team. This is an exciting opportunity to join at the ground floor and shape how we sell and deploy home comfort and home electrification.

To succeed at Elephant Energy, you must be energetic, highly organized, and hard working. You have a passion for creating exceptional experiences through your ability to engage with each individual customer and to build a team around you that espouses these values. You will be expected to be on the front line of customer-consultations, to set up best-practices for a growing army of Home Comfort Consultants, and to help hire this new army. As a primary representative of the company, you are professional and knowledgeable with strong verbal and written communication skills. You embrace a team ethic and are capable of being self-directed to solve challenging problems to ensure a successful customer journey.

Location: Denver Metro Area

Role

- This role will evolve as the company grows. Initially, you will help develop and implement an amazing home comfort consultation playbook while serving as the primary Home Comfort Consultant. As we grow, you will be responsible for hiring teams around you to implement your playbook.
- Own the entire customer journey: from consultation to design to financing to contract, and ultimately relationship management and referral generation.
- Build your pipeline through self-generated appointments and referrals.
- Use excellent process tools to manage a calendar to achieve monthly sales targets, track progress in a CRM, and identify opportunities to deliver an even better customer journey.
- Hire teams of Home Comfort Consultants and Home Comfort Specialists (technicians) to execute on customer projects.

**Requirements**

- Minimum of 3 years of consultative sales experience, ideally in residential HVAC, Energy, or a related industry with demonstrated success. Experience in virtual/web-based sales is preferred, but not required.
- Demonstrated track record of building a team better than yourself.
- You're passionate about changing the world via home comfort and clean, energy-efficient technology.
- You're a builder, a go-getter, a genuine self-starter; you get stuff done and promptly.
- You're outgoing, warm, and feel confident chatting with new people.
- You're a fast learner who holds yourself to high expectations (and meets them).
- You know a little about a lot - HVAC, Electrical, Plumbing, Business, Finance, etc.
- You adhere to realistic timelines and are an expert at managing competing priorities.
- You appreciate the importance of giving and receiving thoughtful feedback.
- You can deal with and manage significant levels of ambiguity, appropriate to our startup realities.
- You have a commitment to building a diverse, equitable workplace and seek to make our company more inclusive.

Nice to Have

- NATE-Certification
- Working knowledge of or interest in building science

Benefits/Perks:

- Health insurance
- 401k plan
- Stock / Equity options
- Paid Sick and Vacation time (PTO)

Compensation:

- Pay commensurate with experience
- \$50 -100k

To apply: Send resume and an email describing your interest in working together to careers@elephantenergy.us